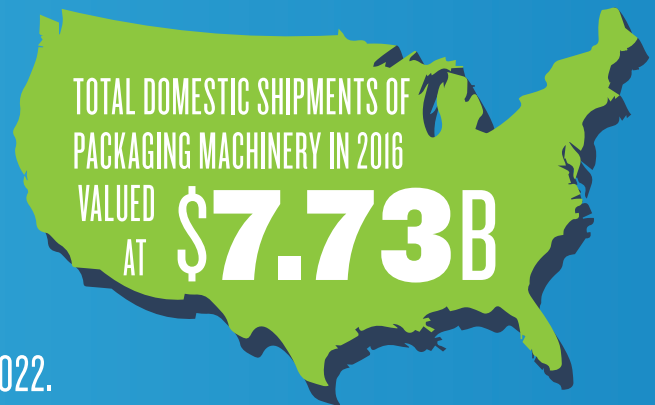


2017 STATE OF THE PACKAGING INDUSTRY



4.8% CAGR
 THE US MARKET FOR PACKAGING MACHINERY WAS **WORTH \$9.8 BILLION IN 2016**. THIS REPRESENTS A **4.8% GROWTH** FROM 2015.

2.4% CAGR
 THE VALUE OF US SHIPMENTS OF PACKAGING MACHINERY IS **FORECAST TO GROW AT A CAGR OF 2.4%** TO **\$8.8 BILLION** IN 2022.






INDUSTRY-WIDE CHALLENGES

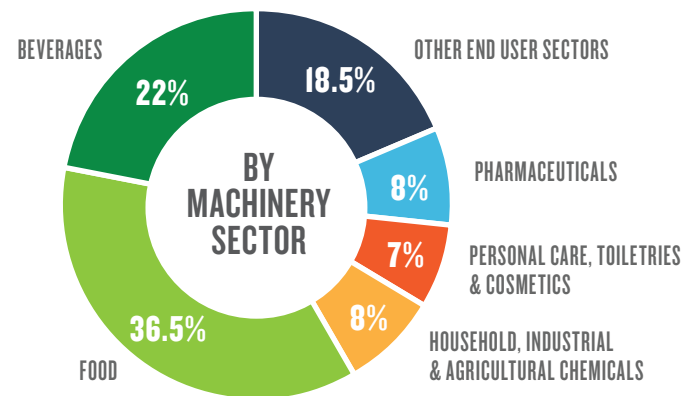
CUSTOMERS ARE DEMANDING:

-  SINGLE SOURCE SOLUTIONS
-  MORE VERSATILE MACHINES
-  FLEXIBLE PACKAGING

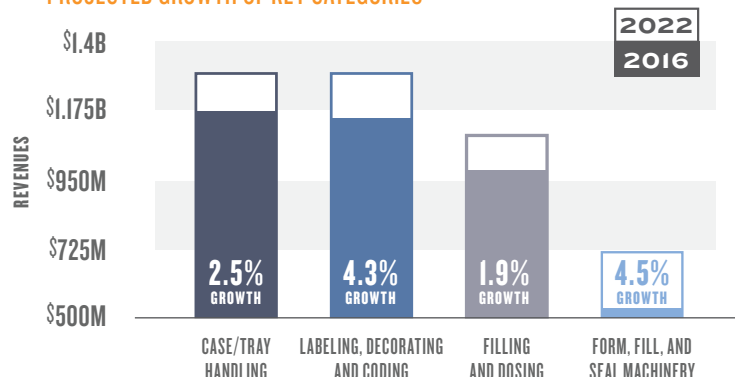
EQUIPMENT AND MATERIALS SUPPLY COMPANIES ARE FACING INDUSTRY-WIDE CHALLENGES:

-  PRESSURE FROM RETAILERS TO LOWER PRICES
-  TRACEABILITY AND SERIALIZATION
-  E-COMMERCE DRIVING NEW PACKAGING NEEDS

US PACKAGING MACHINERY SHIPMENTS SHARE



PROJECTED GROWTH OF KEY CATEGORIES



April 16-18, 2018
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Industry professionals can find the latest packaging solutions at PACK EXPO East (April 16-18, 2018; Pennsylvania Convention Center, Philadelphia).

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